

## THE ASIAN MANAGEMENT GAME REPORT

Group      Company      Identity      Year      Quarter

### DECISIONS BELOW ENTERED BY THE TEAM

Quantities of Product to <i>make and ship to:</i> <i>(Not delivered in full if starred)</i>		Product 1	Product 2	Product 3
		China Agents	2043	1161
Nafta Distributors	1372	782	260	
Internet Distributor	700	350	180	

Prices (MOP):		China	Nafta	Internet
China		2800	4280	8000
Nafta		2850	4300	8100
Internet		3000	4500	8400

Advertising (MOP '000)	Corporate Image		Direct Product Advertising	
	China	250	170	200
Nafta	230	170	200	230
Internet	120	60	60	80

Assembly Times (minutes)	Product 1	Product 2	Product 3
	120	180	360
Take up Product Improvements and/or Sold Off	0	0	0
Product Stocks	0	0	0
R & D Expenditure (MOP '000)	350	350	300

Purchasing Raw Materials Ordered ( '000)	Next Quarter	3-months hence	6-months hence
		4	0

Agents and Distributors	Total Number Wanted for Next Quarter	Support Payments (MOP '000)	% Commission
	China Agents	4	150
Nafta Distributors	4	130	12.0
Internet Distributor	xxxxx	80	9.5

Production: Machines to Buy	0	Number of Ports Operated	7
Machines to Sell	0	Web-site Development (MOP '000)	140
Maintenance Hours per Machine	42	Shift Level	1
Assembly Hourly Wage Rate (MOP)	127.70	Assembly Workers Trained	4
Assembly Workers Hired (+) / Fired (-)	16		

Investments (+/- MOP'000)	700	Term Loans (MOP '000)	0
Management Budget (MOP '000)	1500	% Dividend Paid	0
Information on Corporate Activity	1	Information on Market Shares	1
Insurance Plan Number	3		

Information Technology Report for Last Quarter		
Number of Internet Communications Ports Operated		7
Number of Internet Visits carried through successfully		5504
% of Potential Internet Visits that failed to connect		0.4

### AVAILABILITY & USE OF RESOURCES

Machines Available Last Quarter	18
Machines Available for Next Quarter	18

Assembly Workers Hours	
Total Hours Available Last Quarter	21,168
Hours Absenteeism/Sickness	258
Total Hours Worked Last Quarter	20,816
Notice of Strike Weeks Next Quarter	0

Machine Hours	
Total Hours Available Last Quarter	10,584
Hours Breakdown	29
Hours Planned Maintenance	727
Total Hours Worked Last Quarter	9,536
Average Machine Efficiency %	94

Raw Material Units Used & Available	
Opening Stock Available	8,229
Bought Spot Last Quarter	4,000
Bought Default Last Quarter	0
Lost/Destroyed	0
Used Last Quarter	11,596
Closing Stock Last Quarter	633
For Delivery Next Quarter	
Bought Last Quarter	0
Bought Quarter before Last	0
For Delivery Quarter after Next	
Bought Last Quarter	0

Human Resource Management	Assembly	Machinists
	Personnel at Start of Last Quarter	36
Recruited during Last Quarter	16	5
Trained from Unemployed	4	
Dismissed	0	0
Quit at end of Last Quarter	0	4
Available for Next Quarter	56	68

Agents & Distributors	China	Nafta	Internet
	Available Last Quarter	3	3
Quit Last Quarter	0	0	
Dismissed Last Qtr.	0	0	0
Recruited for Next Qtr.	1	1	0
Available for Next Qtr.	4	4	1

### PRODUCT MOVEMENTS & AVAILABILITY

Quantities:	Product 1	Product 2	Product 3
	Scheduled	4,115	2,293
Produced	4,264	2,376	860
Rejected	149	83	30
Lost/Destroyed	0	0	0

Shipped to:		Product 1	Product 2	Product 3
China Agents		2,043	1,161	390
Nafta Distributors		1,372	782	260
Internet Distributor		700	350	180

Orders from:		Product 1	Product 2	Product 3
China		1,465	846	307
Nafta		929	548	203
Internet		376	236	74

Sold to:		Product 1	Product 2	Product 3
China		1,472	883	307
Nafta		940	548	203
Internet		376	236	74

Order Backlog		Product 1	Product 2	Product 3
China		0	0	0
Nafta		0	0	0

Warehouse Stocks		Product 1	Product 2	Product 3
China		571	278	103
Nafta		432	252	89
Internet		324	114	106

Product Improvements	Product 1	Product 2	Product 3
	MAJOR	MINOR	NONE

Serviced under Guarantee		Product 1	Product 2	Product 3
		175	92	37

Internet Service Complaints		Product 1	Product 2	Product 3
		208	103	37

Transport	China	Nafta	Internet
	Average Journey(km)	1381	500
No. of Loads	12	8	5